

① MAC

② - John Durkin

- Adabo a Netscape Announcement

- Fred Mitchell ~~USA's~~ will call me

415 962 9812

} should not
be emerging
talk to
Dean

③ Bruce Cantim

- 3:20 Paul O'Sha

310 793 0235

Peter Huddell 67st

④ BIMAL
Venture

- Meikle - 2:25 emerging check computer
no cord - net

- Durrel - Cece 2nd 1224

- Bill Morrison & 2:3 765-0644

- 1

Meeting Agenda

WAIS Inc. & America Online Inc.

March 28, 1995

- | | |
|--------------------|---|
| 12 noon – 12:30 pm | Introduction and overview of organization
Org. chart of Engineering |
| 12:30 pm – 1:30 pm | Lunch (Gamberdella's Restaurant: B. Strum, L.
Leader, N. Scharf, B. Gilliat?) |
| 2:30 pm onward | Technologies (B. Kahle)
Products & Services (B. Gilliat)
Future Products (B. Kahle)
Engineering environment: <ol style="list-style-type: none">1. Source code mgmt. and controls (W. Tuthill)2. Development tools, compilers, platforms, etc. (W. Tuthill)3. QA procedures (T. Ajayebi)4. Testing suites (T. Ajayebi)5. Critical personal information (B. Kahle) |

Attendees from America Online Inc.:

Bill Strum
Len Leader

Attendees from WAIS Inc.:

Brewster Kahle, President
Nick Scharf, Chief Financial Officer
Bruce Gilliat, VP of Sales & Marketing
Will Tuthill, Development Engineer
Dan Aronson, Production Services Engineer
Tom Ajayebi, Support Engineer

11:15 Fulcom

	<u>Invoice Date</u>	<u>Invoice Amount</u>	<u>Description</u>	<u>Date Paid</u>	<u>Amount Paid</u>	<u>Days Outstanding</u>
<u>Scholastic</u>						
Design and Implementation of	9/28/93	\$ 25,000.00	Production Svcs	11/1/93	\$ 25,000.00	34
WAIS/Scholastic test system	7/22/94	\$ 25,000.00		8/29/94	\$ 25,000.00	38
Monthly production services	9/1/94	\$ 3,000.00		11/4/94	\$ 3,000.00	64
	10/1/94	\$ 3,000.00		1/24/95	\$ 3,000.00	115
	11/1/94	\$ 3,000.00		1/24/95	\$ 3,000.00	84
	12/1/94	\$ 3,000.00		1/24/95	\$ 3,000.00	54
	1/1/95	\$ 3,000.00		2/22/95	\$ 3,000.00	52
	1/31/95	\$ 3,000.00		3/27/95	\$ 3,000.00	55
	2/28/95	\$ 3,000.00				
	3/31/95	\$ 3,000.00				

	<u>Invoice Date</u>	<u>Invoice Amount</u>	<u>Description</u>	<u>Date Paid</u>	<u>Amount Paid</u>	<u>Days Outstanding</u>
<u>Chicago Tribune</u>						
Customer PO R23048	12/30/94	\$ 22,500.00	WAISservers	2/6/95	\$ 22,500.00	38

	<u>Invoice Date</u>	<u>Invoice Amount</u>	<u>Description</u>	<u>Date Paid</u>	<u>Amount Paid</u>	<u>Days Outstanding</u>
<u>OpenSource/PRC, Inc.</u>						
PCWare - Contract dated 6/24/94	8/23/94	\$ 125,000.00	Enterprise-Wide License	9/27/94	\$ 125,000.00	35
	8/23/94	\$ 35,000.00	WAISserver multiprocessor machine license	9/27/94	\$ 35,000.00	35
PRC subcontract E20229-SC-93-051	10/10/94	\$ 58,383.33	Services	12/27/94	\$ 58,383.33	78

(The 10/10/94 invoice was the final billing on this PRC, Inc.
subcontract dated 10/93 for a total of \$186,700.)

WAIS, Inc.
Summary of Product Returns

	<u>FY 1994</u>	<u>FY1995 Q3 to date</u>
Revenue	\$ 932,306.00	\$ 2,562,253.52
Returns	\$ 5,000.00 (2)	\$ 30,000.00 (1)
Returns as a % of Revenue	<u>0.54%</u>	<u>1.17%</u>

Notes:

(1) Two returns in FY 95:

a) USGS returned a server because the software was missing a desired feature.
Subsequently, the customer purchased the software when the desired feature became available.

b) Summary Corp. returned the software upon reorganization of their business plan/strategy.

(2) One return in FY 94:

Trade, Inc. refund of deposit made in connection with Development and License Agreement.

WAIS*Inc.*

*Wide Area Information Servers
690 Fifth Street
San Francisco, California 94107
415-356-5400
FAX 415-356-5444*

FAX Cover Sheet

Date: 4/11/95

To: Bill Dunn
FAX: 703-506-1942

From: Nick Scharf
FAX: 415-356-5444

Phone:

Phone: 415-356-5426

Pages Transmitted (including cover sheet):

Remarks:

Bill: Here's the customer payment history for a few customers plus our current accounts receivable and writeoff history.

Nick Scharf

WAIS, Inc.
Aging of Trade Accounts Receivable
March 31, 1995

	<u>Total</u>	<u>0 to 30 Days</u>	<u>31 to 60 Days</u>	<u>61 to 90 Days</u>	<u>Over 90 Days</u>
America On Line	71,000.00	71,000.00			
American Geophysical Union	15,000.00	15,000.00			
AT&T Bell Labs	12,000.00	12,000.00			
CDC	12,450.00		12,450.00		
CMP Publications	43,020.00	34,820.00	8,200.00		
ConQuest	15,000.00	5,000.00	5,000.00		5,000.00
Datalytics	15,000.00	15,000.00			
Datavault	18,121.53	10,505.80	7,615.73		
Diamond Micro Solutions	13,500.00		13,500.00		
Digital Equip Corp	12,000.00	12,000.00			
EBSCO/Information Canada	15,696.25	15,696.25			
Fulcrum	50,000.00	50,000.00			
George Mason University	15,000.00	15,000.00			
Intel	2,000.00	1,000.00	1,000.00		
KPMG Peat Marwick	20,879.13	20,879.13			
Legislative Data Center	53,875.00	53,875.00			
Marko Milicevic Consulting	12,000.00	12,000.00			
Medical Interface Design, Inc	15,000.00	15,000.00			
Michels	23,433.50	23,433.50			
NPD	13,531.25		13,531.25		
NYT	25,000.00	25,000.00			
Pacific Bell	15,155.00	15,155.00			
Rizzoli Corriere della Sera	50,000.00	50,000.00			
RJO Enterprises/DTIC	24,748.80	8,500.00		1,248.80	15,000.00
Santa Cruz Operation	43,245.88	43,245.88			
Scholastic	6,000.00	3,000.00	3,000.00		
Scientech	7,500.00	7,500.00			
SFNA	35,000.00	35,000.00			
Stanford	18,118.75	8,118.75	10,000.00		
Swedish Univ of Ag & Sci	13,800.00	13,800.00			
US Dept of Energy	2,917.00	2,917.00			
USGS	5,000.00				5,000.00
Vision Integrated Systems	20,000.00	20,000.00			
Totals	<u>714,992.09</u>	<u>614,446.31</u>	<u>74,296.98</u>	<u>1,248.80</u>	<u>25,000.00</u>
Percentage	<u>100%</u>	<u>86%</u>	<u>10%</u>	<u>0%</u>	<u>3%</u>

WAIS, Inc.
Customer Payment History
FY 1995 Q3 to date

	Invoice		Description	Date Paid		Amount Paid	Days
	Date	Amount					Outstanding
Intel Corp.							
MCS Job# CMG 94-670	7/5/94	\$ 10,825.00	Production Svcs "Techi Ads"	8/16/94	\$	10,825.00	42
Customer PO#CAC006009000	9/1/94	\$ 10,625.00	Support & Maint. renewal	9/19/94	\$	10,625.00	18
MCS Job# CMG 94-670	9/30/94	\$ 10,825.00	Production Svcs "Techi Ads"	11/2/94	\$	10,825.00	33
Customer PO#ORA006527000	10/26/94	\$ 7,500.00	WAISserver, 2nd license	12/6/94	\$	7,500.00	41
MCS Job# CMG 4-1481	11/21/94	\$ 8,000.00	Tech Doc On Line	1/24/95	\$	8,000.00	64
	12/29/94	\$ 7,306.88	Tech Doc On Line	1/31/95	\$	7,306.88	33
	1/20/95	\$ 1,000.00	Tech Doc On Line	2/22/95	\$	1,000.00	33
	2/21/95	\$ 1,000.00	Tech Doc On Line				
	3/22/95	\$ 1,000.00	Tech Doc On Line				

	Invoice		Description	Date Paid		Amount Paid	Days
	Date	Amount					Outstanding
CMP Corp.							
Agreement between CMP and WAIS	8/25/94	\$ 15,000.00	Production Svcs - CMP1	8/25/94	\$	15,000.00	0
dated 12/14/94	10/11/94	\$ 18,900.00	Production Svcs - CMP1	10/11/94	\$	18,900.00	0
(Work on project began 8/94)	9/30/94	\$ 25,000.00	Production Svcs - CMP1	11/9/94	\$	25,000.00	40
	10/15/94	\$ 29,400.00	Production Svcs - CMP1	12/19/94	\$	29,400.00	65
Monthly service billings	11/30/94	\$ 4,100.00		1/17/95	\$	4,100.00	48
	12/31/94	\$ 4,100.00		3/13/95	\$	4,100.00	72
	1/31/95	\$ 4,100.00					
	2/28/95	\$ 4,100.00					
	3/31/95	\$ 4,100.00					
Customer PO 041707, 3/2/95	3/8/95	\$ 6,720.00	Qual Card Redesign				
CMP II & III, Qualcard Redesign	3/8/95	\$ 5,000.00	Search & Go				
	3/8/95	\$ 3,000.00	Registration				
	3/8/95	\$ 3,000.00	Front end billing				
	3/8/95	\$ 9,750.00	HTML tracking module				
	3/31/95	\$ 3,250.00	Delivery of Search & Go				